



RADFORDS SOFTWARE

Serious about Horticulture.

Newsletter

December 2011

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RADFORDS PRESENTS GROWNOTE AT ZESPRI MOMENTUM CONFERENCE

The "team in green" were highly visible at the recent 2011 Zespri Momentum Conference held at the new Tect Arena Convention Centre at Bay Park, Tauranga.

We used the opportunity to give growers a preview of our new web-based orchard management application Grownote. This product will be launched in 2012 and geared for management of orchards large or small, contract or self-managed. It also makes a comprehensive compliance tool available, assisting in the administration of multi-standard compliance and providing a central repository for all orchard data. Grownote is currently in the beta-test phase, so if you would like to participate in this programme and receive a year's free subscription to Grownote once it's live, please contact Julie on (07) 579 1106.

FRESHPACK STARTS TESTING IN DECEMBER

As you're all aware we have had our heads down working on the VB.Net replacement for KiwiPlus. You will appreciate that this is a huge undertaking, with KiwiPlus having grown constantly and very substantially over the last 12 years. We have already completed several other packhouse solutions successfully in VB.net, paving the way for all the work we are doing on FreshPack.

The Bins and Packhouse modules of this new application are at the QA testing stage and initial user-testing is likely to start in December 2011. It has made the most sense to initially test it with avocados, particularly at those sites where avocados are packed using KiwiPlus. We currently have three clients who do this.

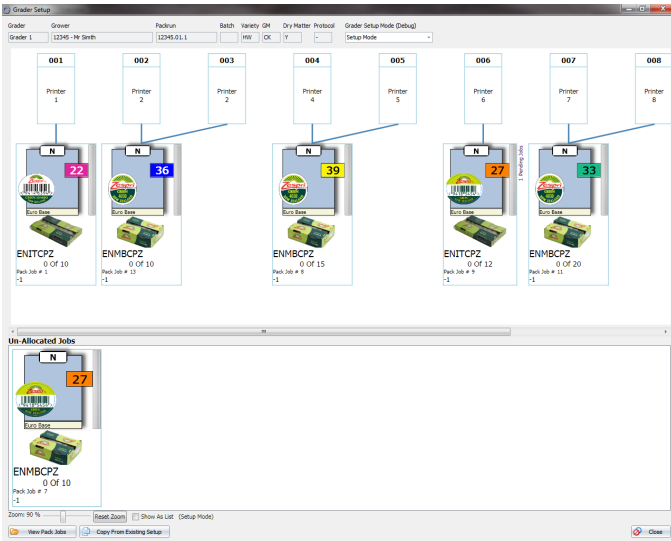
Thereafter, we will be looking for KiwiPlus clients who may like to 'pilot' the new application with kiwifruit in the 2012 season. Initially, this will be just as a new packhouse application, linked to our existing KiwiPlus coolstore module. 2013 should see general release of the full FreshPack product.



Phil Radford presents an iPad2 to Tim Oliver for winning the Grownote competition at the 2011 Zespri Momentum Conference.



A sneak peak of the new Grader Configuration screen...



- ◆ Our new visual representation will assist operators to set up for the correct material attributes for the product being packed.
- ◆ Drag-and-drop functionality is used to allow easy connection or disconnection of pack jobs to and from drops.
- ◆ Pending jobs will show behind the current pack job and when the mouse is moved over, they will pop out so the details can be viewed.
- ◆ The unallocated pack job can be dragged to the drop required.

REBRANDING RADFORDS



In keeping with the development of our new range of VB.Net products, we launched a rebranding exercise during this year. Our corporate identity has been refreshed with new colours and a new logo device:

The green, growing leaf portrays the new growth that accompanies each season and signifies our deep connection with horticulture.

The black link signifies our products at work in your world, giving you knowledge and informed decisions to help you produce your best results.

The circle depicts the seasonal nature of our industry and the integral journey our products support, from growing through harvest to the market.

Let us know what you think of our new image.

KIWIPLUS NOTES...

1. For the operations of "Fruit Loss no Repack" and "Repack", when a new record is created the system will populate the Fruit Loss Reason field with the Code of 06. When changed to another Code, that Code will be retained for subsequent records
2. To assist in the instance that product is pre-cleared for Australia but in the wrong packtype for the order, users can now change the packtype of a TempPC that has no packs attached.

Any queries to Sandra on (07)579 1106

UNDERCOVER DEVELOPERS

Just before the end of the harvest this year, most of Radfords staff got out into the "real world" for a Packhouse/Coolstore experience. The idea was to gain a better understanding of operating conditions and issues on the packhouse or coolstore floor. We had the chance to meet operators of our software and get involved with what was happening. Some of us even received a surprise workout, de-stacking a pallet looking for mis-stacked packs. We all enjoyed the experience. The knowledge gained will definitely influence our applications.



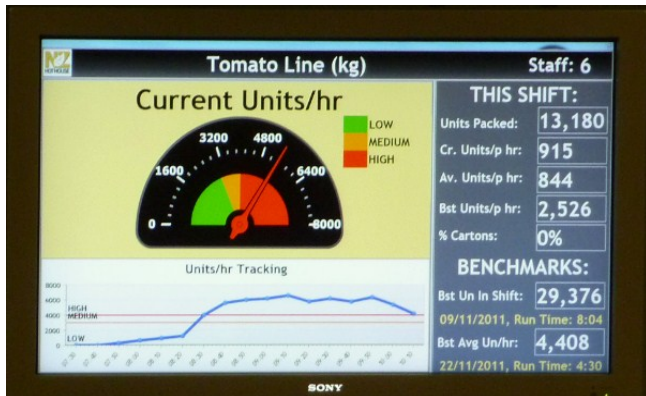
Some familiar faces hard at work!

We plan to have more of these afternoons. Thanks to those sites that put up with us!



KPI'S UP IN LIGHTS!

A recent project for NZ Hothouse in Karaka (one of the largest tomato producers under glass in the Southern Hemisphere) is generating KPI's from packhouse data for display on large, industrial LCD screens. NZ Hothouse installed a new VB.Net Packhouse Inventory solution from Radfords in early 2011. The screens show a rotating slideshow of different production performance data, all real-time, using a variety of gauges, charts and graphs. The response to them on the floor has been excellent. The



next stage is possibly to incorporate them into the glasshouses, where the tomatoes & capsicums are grown.

The technology used in generating this data for display is likely to soon find it's way into other Radfords' products. If you would like to discuss this, please contact Les on (07)579 1106.

SUPPORT THIS YEAR

A couple of key support points: This year Zespri keenly followed up on EAN Requests for information which resulted in many calls for assistance. Some clients had not processed these requests while others were not sure what was wrong, or how to fix their data.

Changing packtypes and Marketers has been difficult for some clients. The development of Edit Pallet Headers to automatically repal the fruit off the original pallet, make the changes and repal fruit back on, was designed to streamline this process.

Some clients also experienced difficulties updating KiwiPlus, often the issue was that a remote connection needed to be severed to allow exclusive access to the database.

CHRISTMAS BREAK: We will officially be closed from Friday 23 December 2011, re-opening on Monday 9 January 2012. However, our **Support**

Phone: 0274-843 579 will be answered throughout and you can always contact Les, our **General Manager on 021-2468 243** if you have an urgent problem.



NEW CLIENT SERVICES DEPARTMENT



2012 will see a new campaign in client services from the team at Radfords. We will be forming a new Client Services Department, which will be headed up by that well-known face: Ian Vercoe. Ian will supervise a small team providing support & training facilities to our clients. This new department will also be responsible for testing all applications and enhancements prior to their release. Joining Ian in the new department, will be Lee Marshall, Sandra Roberts, Julie Reiser, Lindy Adamson and Kirk Newson. We may also include a contractor for support of KiwiPlus during the peak part of the season.

New faces @ Radfords

Three new members of staff joined us since our last newsletter.

Paul Fox joined us as a Web Developer, primarily responsible for the on-going development of our Grownote orchard management & compliance web application. Paul has been flat-out with this new product and it is looking great!



David Draffin joined us during the course of the year. David is both web developer and VB.Net developer, and his recent speciality has been in GIS systems. Aside from adding value to Grownote, David has also been busy on a variety of other projects, including the NZ Hothouse application.



Sandra Roberts is no stranger to our industry, having spent the last 13 years with leading packhouses, mostly in EDI roles. Sandra's role with us encompasses documentation, testing and support of both our traditional and new applications. She also champions our Promapp process mapping project and looks after our website. A very busy lady!



BEST WISHES FROM ALL OF US AT RADFORDS!